



**Date:** December 11, 2006

**To:** Motorola CHS Sales and Marketing

**Purpose:** 2007 Standard Optical Node Models for SG1000, SG2000, SG2440 & SG4000

***This Marketing Flash is to inform you of the following available optical nodes:***

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- 1) SG1000 - 27 Standard Models - 870 MHz GaAs**
  - 2) SG2000 - 33 Standard Models - 870 MHz GaAs**
  - 3) SG2440 - 15 Standard Models - 870 MHz Silicon**
  - 4) SG4000 - 28 Standard Models - 1 GHz GaAs replaces all 870MHz versions**
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### **Background Information:**

In an ongoing effort to offer better service, Motorola Connected Home Solutions is completing the standardization process for our Optical Node products. The standard models refer to common optical node stations that are the basic building blocks for more complex configurations and allow operational efficiencies to our internal and external customers.

The specific node models that are available are detailed on each node's web page of the Motorola online product catalog: [http://broadband.motorola.com/catalog/group\\_by\\_category.asp](http://broadband.motorola.com/catalog/group_by_category.asp) Please refer to these catalog sheets, or contact your Motorola Account Representative, for more information.

The SG4000 will only be available in 1 GHz models as part of this process.

A separate Marketing Flash will cover any model conversions required for Reduction of Hazardous Substances (RoHS) compliance.

### **Order Information :**

To minimize the impact to customer operations, Motorola will honor all existing orders currently in place and provide the opportunity to purchase existing non-standard node models until March 1, 2007. **Effective March 2, 2007, all new orders must be changed to standard models.**

### **Warranty and Support Information**

Motorola CHS will honor all warranties and continue to support the repair of our products as long as the parts are available to us. If repairs become unreasonable due to component obsolescence or cost, Motorola CHS reserves the right to substitute alternate product as a valid replacement.

**Tom Weiss**

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